

STATE OF THE AUTOMOTIVE AFTERMARKET, 2024

2023 AUTOMOTIVE AFTERMARKET KEY TRENDS

Automotive Aftermarket: Highlights in Trends, Global, 2023

1

Macro Trends Influenced Automotive Ownership and Aftersales Spending



Hotspots: Global

2

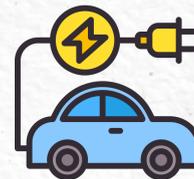
Return to Pre-Pandemic Practices



Hotspots: Global

3

EVs continued to Inspire Expansion



Hotspots: China, Europe

4

'Sustainability' in focus for Market Expansion



Hotspots: United States, Europe

5

Technology Adoption across the Value Chain



Hotspots: Global

2023 GLOBAL AUTOMOTIVE AFTERMARKET PERFORMANCE

Automotive Aftermarket: Highlights in Numbers, Global, 2022–2023

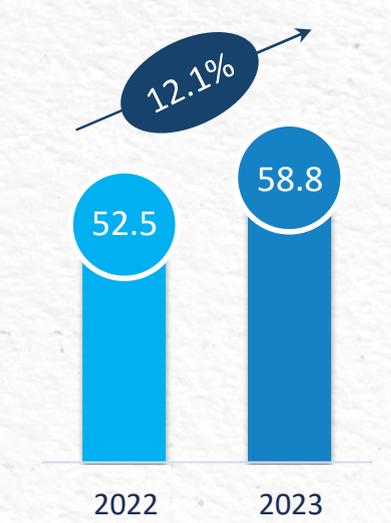
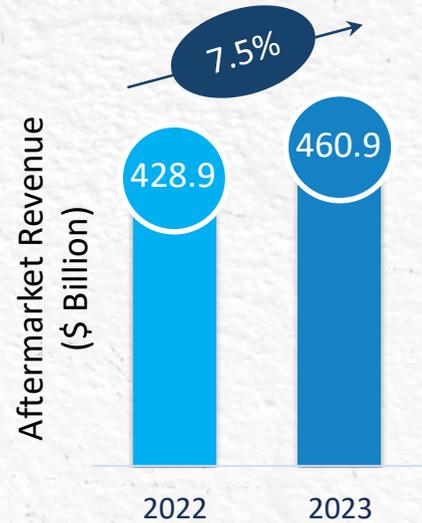
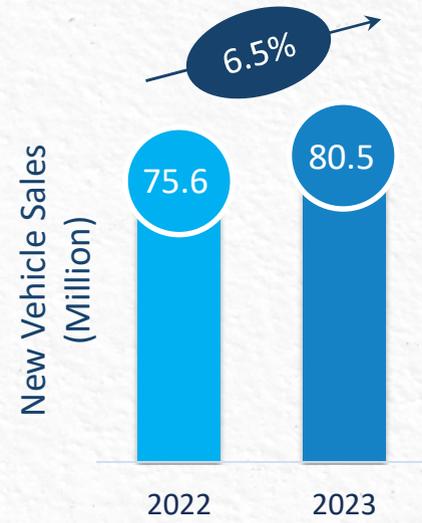
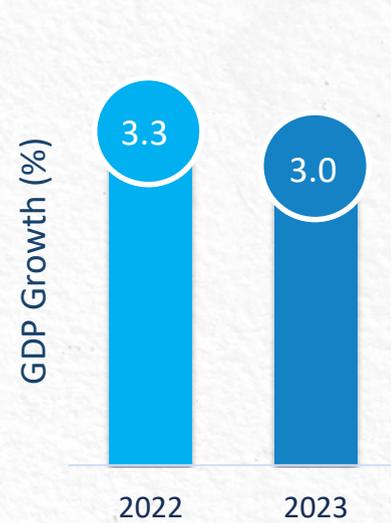
1 GDP 

2 Car Sales 

3 VIO 

4 Parts \$ 

5 Online \$ 



Leaders: India, China, Philippines
Laggards: UK, France, Germany, Italy

Leaders: UK, Mexico, Italy, Spain, France, Japan
Laggards: Argentina, Korea

Leaders: China, India, Turkey
Laggards: UK, Germany, Spain, Russia

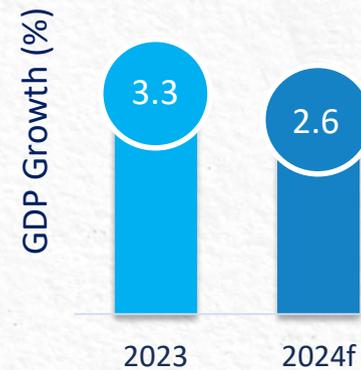
Leaders: China, India, W. Europe
Laggards: E. Europe

Leaders: China, Mexico, Spain
Laggards: E. Europe

2024 AUTOMOTIVE AFTERMARKET OUTLOOK

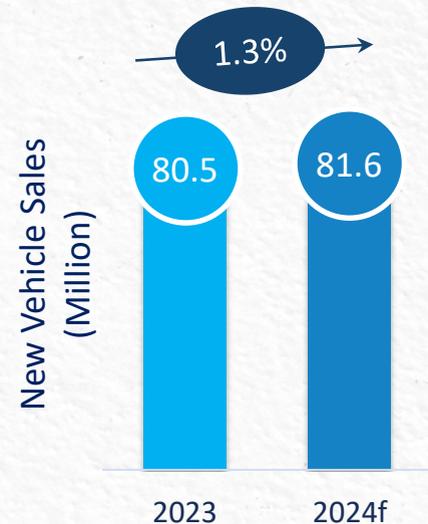
Automotive Aftermarket: Predictions in Numbers, Global, 2023-2024

1 GDP



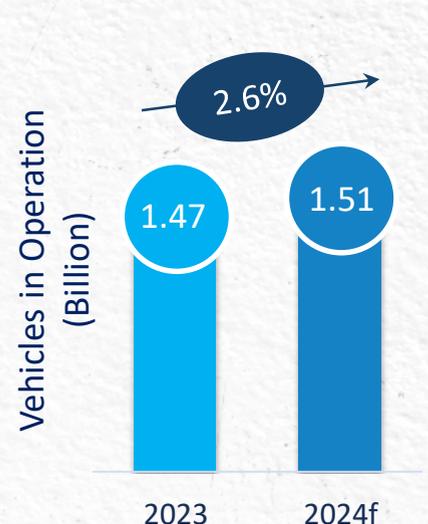
Leaders: India
Laggards: W. Europe

2 Car Sales



Leaders: Italy, Spain, Mexico, Brazil
Laggards: Korea, Canada, Argentina

3 VIO



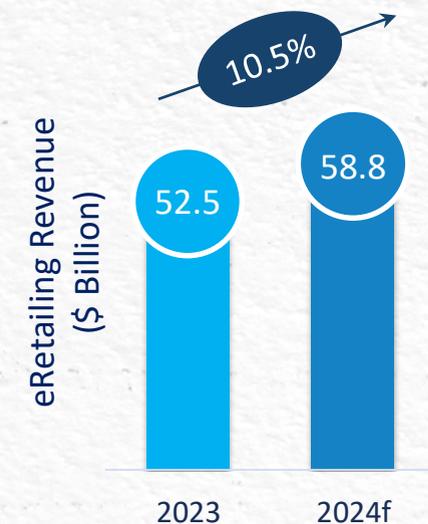
Leaders: China, India
Laggards: W. Europe, Latin America

4 Parts \$



Leaders: China, UK
Laggards: North America

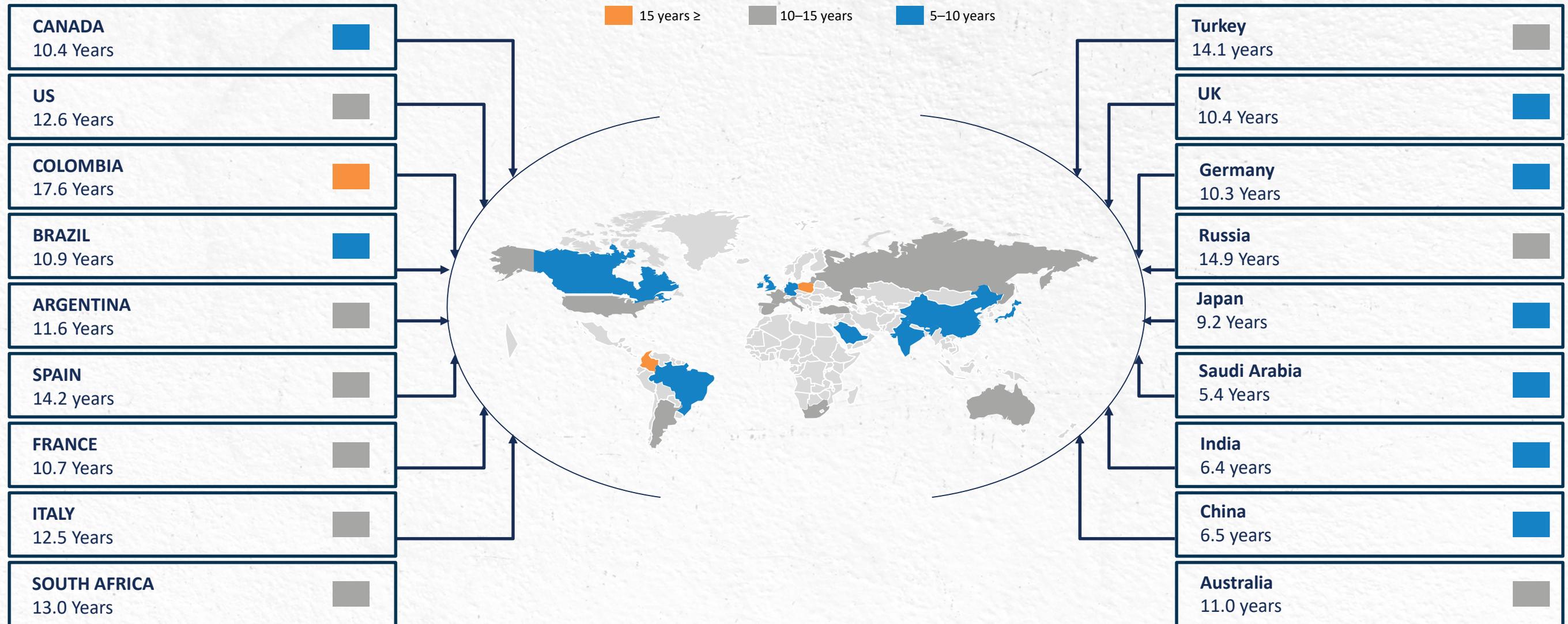
5 Online \$



Leaders: China, UK
Laggards: North America

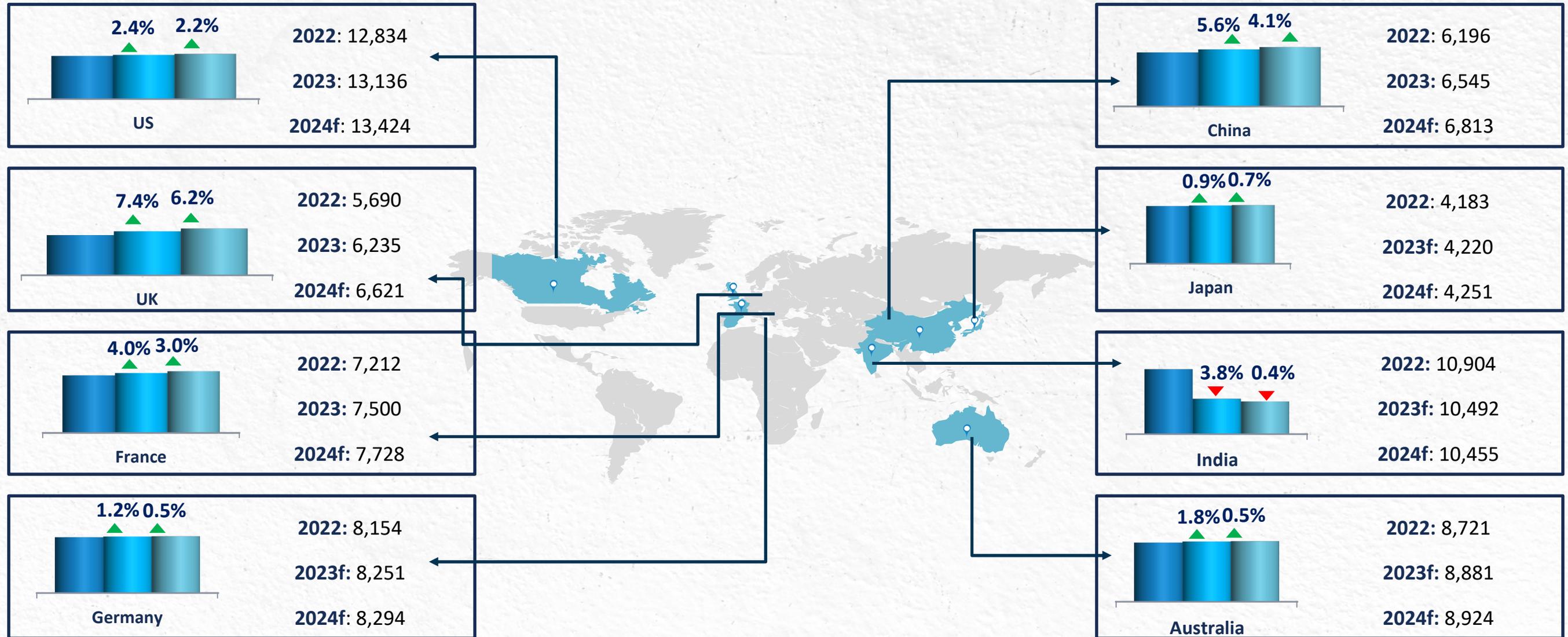
EVOLVING AVERAGE VEHICLE AGE CONTINUES TO INCREASE POSITIVELY FOR THE INDEPENDENT AFTERMARKET

Automotive Aftermarket: Average Vehicle Age, Global, 2023



WHILE AVERAGE ANNUAL MILES TRAVELLED ARE PICKING UP, EVOLVING VEHICLE USAGE BEHAVIOUR IS KEY TO TARGETING DOWNSTREAM SERVICES

Automotive Aftermarket: Average Annual Miles Driven Per Vehicle, Selected Markets, 2022–2024f



DIGITIZATION ACROSS THE CUSTOMER JOURNEY IN AFTERMARKET – PARTS AND SERVICES



AUTONOMOUS VEHICLES

30-40% of vehicle parc globally to have ADAS/Autonomous capabilities by 2030



Up to **15%-20%** reduction in collision repair business by 2030



Penetration of ADAS equipped vehicles to cross 75% in Germany by 2030

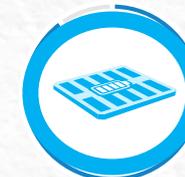


ELECTRIC VEHICLES

190-200 mn EVs in global car parc by 2030

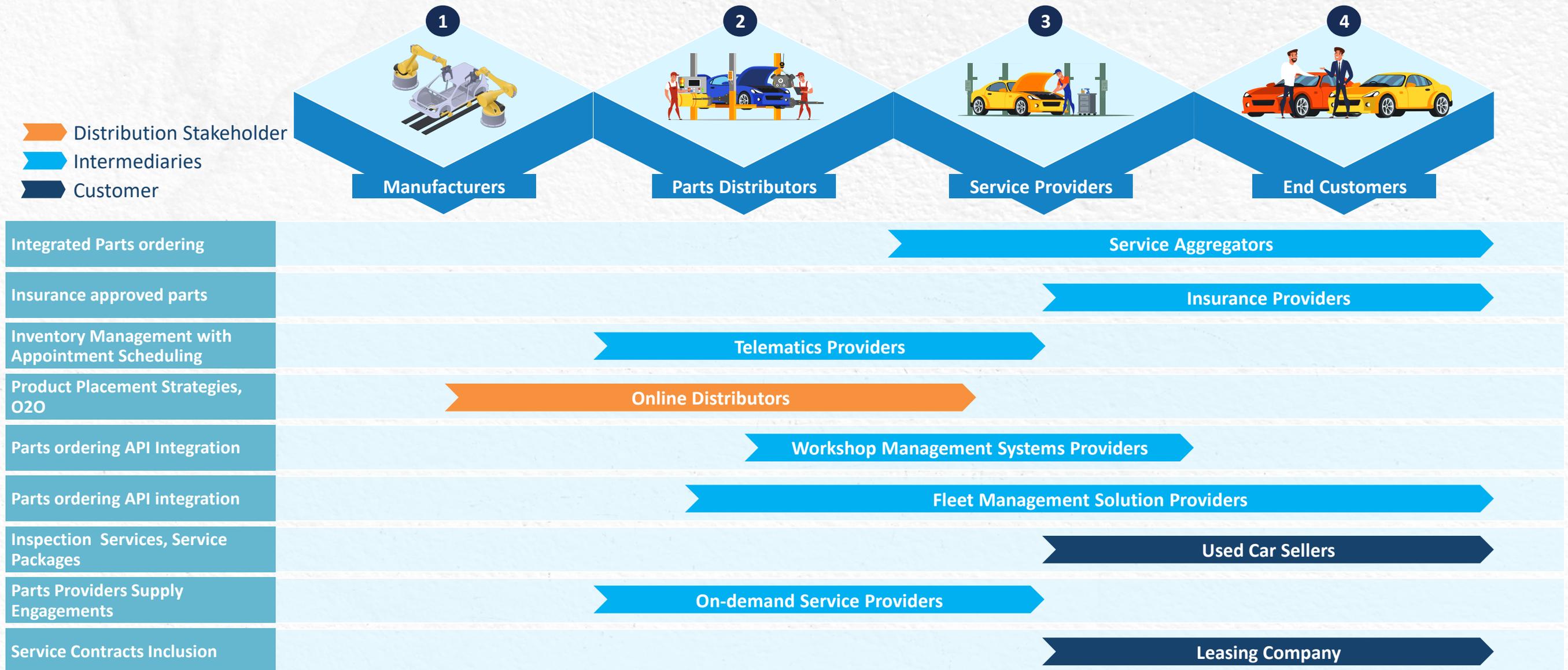


~90% reduction in number of moving parts; opportunity from electronics, e-components and EV specific services- batteries



38% of VIO will be xEV VIO in Germany by end of 2030

ENTRY OF NEW MARKET ENTRANTS AND THEIR INFLUENCE ON SPARE PARTS AND SERVICE ORDERING



OEM EXPANSION INTO INDEPENDENT WORKSHOP SERVICES



Omnecraft, Tesla

Motrio, Eurorepar

M&M

BYD, NIO

Digital Retail & Omni-channel Strategy



Maintenance Offerings



Financial Contracts & Credit Services



Commercial Account Services & Used Car Programs



Value Line Offerings



Loyalty Programs & Subscription Services



Connected. Autonomous. Shared. Electric. (CASE)





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